



2700 Watt Ave  
Sacramento, CA 95823

www.att.com

Office: 916 802 3051  
Cell: 916 802 3051  
ec4249@att.com

March 14, 2014

Gateway Community Charter s  
Aaron Thornsberry

5712 Dudley Blvd  
McClellan, CA 95752

Dear Gateway Community Charter s:

On behalf of AT&T, I thank Gateway Community Charter s for the opportunity to respond to the Cellular Service with Wireless Internet Access # 2014-102 (the "RFP"). As a leading provider of government wireless services, AT&T is uniquely positioned to meet the RFP requirements.

Upon review of the RFP, AT&T believes that its Western States Contracting Alliance ("WSCA") Program and corresponding State Participating Addendum ("WSCA PA") are the perfect solution for Gateway Community Charter s. The Western States Contracting Alliance awarded AT&T a contract through a competitive process open to all wireless vendors, and it is available to thousands of schools and libraries throughout the U.S. AT&T uses this (State) WSCA Participating Addendum (Enter State PA#), to provide wireless service and products because it enables us to offer rates, terms, and conditions that are far more robust than those we could offer through individual procurement efforts.

Along with our response, we've enclosed the relevant portion of the State Participating Addendum ("WSCA PA") that AT&T proposes as the primary contract vehicle for your requirements (the "WSCA PA"). You can find more information at the AT&T WSCA Program Information website: <http://www.wireless.att.com/businesscenter/legal-contracts/wscap.jsp>

AT&T's Proposal Response (the "Response") to the RFP is conditioned on the Gateway Community Charter s willingness to agree to the terms and conditions of the AT&T WSCA participating addendum ("WSCA PA"). Any changes to the AT&T WSCA participating addendum ("WSCA PA") including, without limitation, changes to the products, length of term, services, locations, and/or design described herein may result in different pricing. Accordingly, please note that AT&T is unable to accept the proposed terms, conditions, and corresponding exhibits set forth throughout the RFP, and that no contract between AT&T and Gateway Community Charter will be created until a formal agreement is signed by both parties, notwithstanding any RFP provision to the contrary. If Gateway Community Charter selects AT&T as its wireless service provider, no part of the RFP, the Response, or any statements by AT&T will be considered part of the resulting agreement unless expressly incorporated into the final contract.

We look forward to working with you and negotiating a final agreement if you select AT&T as your wireless vendor. AT&T's wireless offerings will meet Gateway Community Charter s needs and provide more value than any other wireless carrier. Our response will demonstrate that we can meet or exceed your expectations and offer advantages such as

- An account team focused on Gateway Community Charter requirements.
- Service from the leading provider of wireless services, based on subscribers totaling over 95 million customers.
- AT&T invests billions of dollars annually in its network and will continue to invest in its network to offer more advanced capabilities to our customers, focusing on the service criteria that matter most to customers—widespread wireless voice and data coverage, high-speed data connectivity, service flexibility and service reliability and quality.
- Unlimited calling to the industry's largest mobile-to-mobile calling community.
- National E-Rate Team who understand the E-rate program and rules, helping to answer applicant questions.

The information and pricing contained in this proposal is valid for the funding period known as E-Rate Funding Year 2014 this pricing does not extend to other projects outside E-Rate Funding Year 2014 unless extended by AT&T. Our offer to Gateway Community Charter is based on the enclosed AT&T WSCA participating addendum ("WSCA PA").

AT&T looks forward to strengthening its business relationship with Gateway Community Charter s and to discussing the next steps in the RFP selection process. Please do not hesitate to call me for assistance at any time.

Sincerely,

Ernesto Espinoza  
Account Manager